



7 Signs Your Recruitment Agency Needs Automation

Operational friction often appears before leaders recognise the capacity problem.

Recruiters spend more time updating systems than speaking to people.

Repeated data entry and status maintenance are consuming revenue-generating time.

Candidate follow-up depends on memory.

Qualified people are missed when reminders and nurture are not built into the workflow.

Interview scheduling takes days.

Back-and-forth coordination slows decisions and increases candidate drop-off.

The CRM cannot be trusted.

Incomplete, duplicated or outdated records undermine search, reporting and rediscovery.

Management reporting is manual.

Leaders receive historic information after the opportunity to intervene has passed.

Growth always requires another hire.

A linear headcount model suggests existing capacity is not being used efficiently.

Your tools do not work together.

Disconnected systems create duplicate effort, weak hand-offs and hidden process failures.

Automation should solve operational problems, not add another tool.

Start with one measurable workflow where repetition, volume and delay are already visible.

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